

Massachusetts
Group Conversion Guaranteed Issue
Nongroup Membership ¹
as of December 31, 2002

Nongroup Membership HMO Total	MA	MA	MA	12/31/01 MARKET SHARE	12/31/02 MARKET SHARE	Percentage Change
	Members as of 12/31/01	Members as of 12/31/02	MEMBER DIFFERENCE			
NA	0	0	0	0.0%	0.0%	0.0%
HMO Total	0	0	0	0.0%	0.0%	0.0%

Nongroup Membership PREFERRED PROVIDER Total	MA	MA	MA	12/31/01 MARKET SHARE	12/31/02 MARKET SHARE	Percentage Change
	Members as of 12/31/01	Members as of 12/31/02	MEMBER DIFFERENCE			
NA	0	0	0	0.0%	0.0%	0.0%
Preferred Provider Total	0	0	0	0.0%	0.0%	0.0%

Nongroup Membership MEDICAL Total	MA	MA	MA	12/31/01 MARKET SHARE	12/31/02 MARKET SHARE	Percentage Change
	Members as of 12/31/01	Members as of 12/31/02	MEMBER DIFFERENCE			
Celtic Life Insurance Company	0	1	1	0.0%	2.1%	0.0%
Connecticut General Life Insurance Company	7	7	0	23.3%	14.9%	-8.4%
Great-West Life and Annuity Insurance Company	1	1	0	3.3%	2.1%	-1.2%
GE Capital Life Assurance Company	0	0	0	0.0%	0.0%	0.0%
Principal Life Insurance Company	2	1	(1)	6.7%	2.1%	-4.5%
UniCARE Life and Health Insurance Company	20	37	17	66.7%	78.7%	0.0%
Medical Total	30	47	17	100.0%	100.0%	0.0%

¹ Represents membership in guaranteed issue health plans subject to M.G.L. c. 176M issued only on a group conversion basis. Please see separate report for membership in guaranteed issue health plans available to all eligible persons.